

APPENDIX A

**SIC Major Group 27:
Printing, Publishing, and Allied Industries**

Major Group 27.-PRINTING, PUBLISHING, AND ALLIED INDUSTRIES

The Major Group as a Whole

This major group includes establishments engaged in printing by one or more common processes, such as letterpress; lithography (including offset), gravure, or screen; and those establishments which perform services for the printing trade, such as bookbinding and platemaking. This major group also includes establishments engaged in publishing newspapers, books, and periodicals, regardless of whether or not they do their own printing. News syndicates are classified in Services, Industry 7383. Establishments primarily engaged in textile printing and finishing fabrics are classified in Major Group 22, and those engaged in printing and stamping on fabric articles are classified in Industry 2396. Establishments manufacturing products that contain incidental printing, such as advertising or instructions, are classified according to the nature of the products --- for example, as cartons, bags, plastics film, or paper.

Industry	
Group	Industry
No.	No.

271 NEWSPAPERS: PUBLISHING, OR PUBLISHING AND PRINTING

2711 Newspapers: Publishing, or Publishing and Printing

Establishments primarily engaged in publishing newspapers, or in publishing and printing newspapers. These establishments carry on the various operations necessary for issuing newspapers, including the gathering of news and the preparation of editorials and advertisements, but may or may not perform their own printing. Commercial printing is frequently carried on by establishments engaged in publishing and printing newspapers, but, even though the commercial printing may be of major importance, such establishments are included in this industry. Establishments not engaged in publishing newspapers, but which print newspapers for publishers, are classified in Industry Group 275. News syndicates are classified in Services, Industry 7383.

Commercial printing and newspaper
publishing combined
Job printing and newspaper publishing
combined

Newspaper branch offices, editorial and
advertising
Newspapers: publishing and printing , or
publishing only.

272 PERIODICALS: PUBLISHING, OR PUBLISHING AND PRINTING

2721 Periodicals: Publishing, or Publishing and Printing

Establishments primarily engaged in publishing periodicals, or in publishing and printing periodicals. These establishments carry on the various operations necessary for issuing periodicals, but may or may not perform their own printing. Establishments not engaged in publishing periodicals, but which print periodicals for publishers, are classified in Industry Group 275.

Comic books: publishing and printing, or
publishing only
Magazines: publishing and printing, or
publishing only
Periodicals: publishing and printing, or
publishing only

Statistical reports (periodicals), publishing
and printing, or publishing only
Television schedules: publishing and
printing, or publishing only
Trade journals: publishing and printing, or
publishing only

Industry Group No.	Industry No.
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273

BOOKS

2731 Books: Publishing. or Publishing and Printing

Establishments primarily engaged in publishing, or in publishing and printing, books and pamphlets. Establishments primarily engaged in printing or in printing and binding (but not publishing) books and pamphlets are classified in Industry 2732.

Book club publishing and printing, or publishing only
Books: publishing and printing, or publishing only
Music books: publishing and printing, or publishing only

Pamphlets: publishing and printing, or publishing only
Textbooks: publishing and printing, or publishing only

2732 Book Printing

Establishments primarily engaged in printing, or in printing and binding, books and pamphlets, but not engaged in publishing. Establishments primarily engaged in publishing, or in publishing and printing, books and pamphlets are classified in Industry 2731. Establishments engaged in both printing and binding books, but primarily binding books printed elsewhere, are classified in Industry 2789.

Books: printing or printing and binding, not publishing
Music books: printing or printing and binding, not publishing

Pamphlets: printing or printing and binding, not publishing
Textbooks: printing or printing and binding, not publishing

274

MISCELLANEOUS PUBLISHING

2741 Miscellaneous Publishing

Establishments primarily engaged in miscellaneous publishing activities, not elsewhere classified, whether or not engaged in printing. Establishments primarily engaged in offering financial, credit, or other business services, and which may publish directories as part of this service, are classified in Division 1, Services.

Atlases: publishing and printing, or publishing only
Business service newsletters: publishing and printing, or publishing only
Calendars: publishing and printing, or publishing only
Catalogs: publishing and printing, or publishing only
Directories: publishing and printing, or publishing only
Globe covers (maps): publishing and printing, or publishing only
Guides: publishing and printing, or publishing only
Maps: publishing and printing, or publishing only
Micropublishing
Multimedia educational kits: publishing and printing, or publishing only

Music sheet: publishing and printing, or publishing only
Patterns, paper, including clothing patterns: publishing and printing, or publishing only
Race track programs: publishing and printing, or publishing only
Racing forms: publishing and printing, or publishing only
Shopping news: publishing and printing, or publishing only
Technical manuals and papers: publishing and printing, or publishing only
Telephone directories: publishing and printing, or publishing only
Yearbooks: publishing and printing, or publishing only

275

COMMERCIAL PRINTING

2752 Commercial Printing, Lithographic

Establishments primarily engaged in printing by the lithographic process. The greater part of the work in this industry is performed on a job or custom basis; but in some cases lithographed calendars, maps, posters, decalcomanias,

Industry	
Group	Industry
No.	No.

275 COMMERCIAL PRINTING--Con.
2752 Commercial Printing, Lithographic--Con.

or other products are made for sale. Offset printing, photo-offset printing, and photolithographing are also included in this industry. Establishments primarily engaged in lithographing books and pamphlets, without publishing, are classified in Industry 2732. Establishments primarily engaged in publishing or printing greeting cards are classified in Industry 2771. Establishments primarily engaged in preparing lithographic or offset plates and in related services are classified in Industry 2796. Establishments primarily engaged in providing photocopying services are classified in Services. Industry 7334.

Advertising posters, lithographed	Periodicals, lithographed: not published
Atlases, lithographed	Photo-offset printing
Billheads, lithographed	Photolithographing
Bread wrappers, lithographed	Planographing
Business forms, except manifold: lithographed	Playing cards, lithographed
Calenders, lithographed: not published	Postcards, picture: lithographed
Cards, lithographed	Posters, lithographed
Circulars, lithographed	Printing from lithographic or offset plates
Color cards, paint: offset printing	Printing, commercial or job: lithographic and offset
Color lithography	Printing, lithographic
Coupons, lithographed	Quick printing, except photocopy service
Decalcomanias (dry transfers), lithographed	Schedules, transportation: lithographed
Fashion plates, lithographed	Seals, lithographed
Instant printing, except photocopy service	Souvenir cards, lithographed
Labels, lithographed	Tags, lithographed
Letters, circular and form: lithographed	Tickets, lithographed
Lithographing on metal or paper	Trading stamps, lithographed
Maps, lithographed	Transferring designs (lithographing)
Menus, lithographed	Transfers, decalcomania and dry: lithographed
Newspapers, lithographed: not published	Visiting cards, lithographed
Offset printing	Wrappers, lithographed

2754 Commercial Printing, Gravure

Establishments primarily engaged in gravure printing. Establishments primarily engaged in making and preparing plates for printing are classified in Industry 2796.

Bread wrappers: gravure printing	Music Sheet: gravure printing (not publishing)
Business forms, except manifold: gravure printing	Newspapers: gravure printing (not publishing)
Calenders, gravure printing: not publishing	Periodicals: gravure printing (not publishing)
Cards, except greeting: gravure printing	Photogravure printing
Catalogs: gravure printing (not publishing)	Playing cards: gravure printing
Circulars: gravure printing	Postcards, picture: gravure printing
Color printing: gravure	Posters: gravure printing
Coupons: gravure printing	Printing, commercial or job: gravure
Directories: gravure printing (not publishing)	Printing: gravure, photogravure, rotary photogravure, and rotogravure
Envelopes: gravure printing	Rotary photogravure printing
Facsimile letters: gravure printing	Rotogravure printing
Fashion plates: gravure printing	Schedules, transportation: gravure printing
Gravure printing	Seals: gravure printing
Imprinting: gravure	Souvenir cards: gravure printing
Intaglio printing	Telephone directories, gravure printing: not publishing
Labels: gravure printing	Tickets: gravure printing
Letters, circular and form: gravure printing	Trading stamps: gravure printing
Magazines: gravure printing (not publishing)	Visiting cards: gravure printing
Maps: gravure printing (not publishing)	Wrappers: gravure printing
Menus: gravure printing	

Industry Group No.	Industry No.
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275 COMMERCIAL PRINTING--Con.
2759 Commercial Printing, Not Elsewhere Classified

Establishments primarily engaged in commercial or job printing, not elsewhere classified. This industry includes general printing shops, not elsewhere classified, as well as shops specializing in printing newspapers and periodicals for others.

Announcements, engraved	Music, sheet: except lithographed or gravure (not publishing)
Bags, plastics: printed only, except lithographed or gravure (bags not made in printing plants)	Newspapers, printed: except lithographed or gravure (not publishing)
Banknotes, engraved	Periodicals, printed: except lithographed or gravure (not publishing)
Bread wrappers, printed: except lithographed or gravure	Plateless engraving
Business forms, except manifold, lithographed or gravure printed	Playing cards, printed: except lithographed or gravure
Calendars, printed: except lithographed or gravure	Postcards, picture: except lithographed or gravure printed
Cards, except greeting cards: engraving of	Posters, including billboard: except lithographed or gravure
Cards, printed: except greeting, lithographed or gravure	Printing from engraved and etched plates
Catalogs, printed: except lithographed or gravure (not publishing)	Printing, commercial or job: engraved plate
Circulars, printed: except lithographed or gravure	Printing, commercial or job: except lithographed or gravure
Color printing: except lithographed or gravure	Printing, flexographic
Coupons, printed: except lithographed or gravure	Printing, letterpress
Currency, engraving of	Printing, screen: except on textiles or finished fabric articles
Decalcomanias, printed: except lithographed or gravure	Schedules, transportation: except lithographed or gravure
Directories, printed: except lithographed or gravure (not publishing)	Screen printing on glass, plastics, paper, and metal, including highway signs
Embossing on paper	Seals: printing except lithographed or gravure
Envelopes, printed: except lithographed or gravure	Security certificates, engraved
Fashion plates, printed: except lithographed or gravure	Souvenir cards: except lithographed or gravure
Flexographic printing	Stationary: except lithographed or gravure
Gummed labels and seals, printed: except lithographed or gravure	Stock certificates: engraved
Halftones, engraved	Tags, printed: except lithographed or gravure
Imprinting, except lithographed or gravure	Telephone directories, except lithographed or gravure (not publishing)
Invitations, engraved	Thermography, except lithographed or gravure
Labels, printed: except lithographed or gravure	Tickets, printed: except lithographed or gravure
Letterpress printing	Trading stamps, printed: except lithographed or gravure
Letters, circular and form: except lithographed or gravure printed	Visiting cards, printed: except lithographed or gravure
Magazines, printed: except lithographed or gravure (not publishing)	Wrappers, printed: except lithographed or gravure
Maps, engraved	
Maps, printed: except lithographed or gravure (not publishing)	
Menus, except lithographed or gravure printed	

276 MANIFOLD BUSINESS FORMS
2761 Manifold Business Forms

Establishments primarily engaged in designing and printing, by any process, special forms for use in the operation of a business, in single and multiple sets, including carbonized or interleaved with carbon or otherwise processed for multiple reproduction.

Industry	
Group	Industry
No.	No.

276 MANIFOLD BUSINESS FORMS--Con.
2761 Manifold Business Forms--Con.

Autographic register forms, printed
 Business forms, manifold
 Computer forms, manifold or continuous
 (excludes paper simply lined)
 Continuous forms, office and business:
 carbonized or multiple reproduction

Fanfold forms
 Sales books
 Strip forms (manifold business forms)
 Tabulating card set forms (business forms)
 Unit sets (manifold business forms)

277 GREETING CARDS
2771 Greeting Cards

Establishments primarily engaged in publishing, printing by any process, or both, of greeting cards for all occasions. Establishments primarily engaged in producing hand painted greeting cards are classified in Services, industry 8999.

Birthday cards, except hand painted
 Christmas cards, except hand painted
 Easter cards, except hand painted

Greeting cards, except hand painted
 Valentine cards, except hand painted

278 BLANKBOOKS, LOOSELEAF BINDERS, AND BOOKBINDING AND RELATED WORK
2782 Blankbooks, Looseleaf Binders and Devices

Establishments primarily engaged in manufacturing blankbooks, looseleaf devices, and library binders; and in ruling paper.

Account books
 Albums
 Binders, looseleaf
 Blankbook making
 Chart and graph paper, ruled
 Checkbooks
 Diaries
 Inventory blankbooks
 Ledgers and ledger sheets
 Library binders, looseleaf

Looseleaf devices and binders
 Looseleaf forms and fillers, pen ruled or
 printed only
 Memorandum books, printed
 Paper ruling
 Passbooks
 Receipt books
 Record albums
 Sample books
 Scrapbooks

2789 Bookbinding and Related Work

Establishments primarily engaged in edition, trade, job, and library bookbinding. Also included in this industry are establishments primarily engaged in book or paper bronzing, gilding, and edging; in map and sample mounting; and in other services related to bookbinding. Establishments primarily binding books printed elsewhere are classified in this industry, but those primarily binding books printed in the same establishment are classified in Industry Group 273.

Beveling of cards
 Binding only: books, pamphlets, magazines,
 etc.
 Book gilding, bronzing, edging, deckling,
 embossing, and gold stamping
 Bookbinding: edition, job, library, and trade
 Bronzing books, cards, or paper
 Display mounting
 Edging books, cards, or paper
 Magazines, binding only
 Mounting of maps and samples. for the trade

Pamphlets, binding only
 Paper bronzing, gilding, edging, and deckling
 Paper cutting, except die-cutting
 Rebinding books, magazines, or pamphlets
 Repairing books (bookbinding)
 Swatches and samples, mounting for the trade
 Trade binding services

Industry	
Group	Industry
No.	No.

279 SERVICE INDUSTRIES FOR THE PRINTING TRADE

2791 Typesetting

Establishments primarily engaged in typesetting for the trade, including advertisement typesetting.

Advertisement typesetting
Composition, hand: for the printing trade
Composition, machine: e.g., linotype,
monotype-- for the printing trade

Photocomposition
Phototypesetting
Typesetting for the printing trade
Typesetting, computer controlled
Typographic composition

2796 Platemaking and Related Services

Establishments primarily engaged in making plates for printing purposes and in related services. Also included are establishments primarily engaged in making positives or negatives from which offset lithographic plates are made. These establishments do not print from the plates which they make, but prepare them for use by others. Engraving for purposes other than printing is classified in Industry 3479.

Color separations for printing
Electrotype plates
Electrotyping for the trade
Embossing plates for printing
Engraving on copper, steel, wood, or rubber
plates for printing purposes
Engraving on textile printing plates and
cylinders
Engraving, steel line: for printing purposes
Etching on copper, steel, wood, or rubber
plates for printing purposes
Flexographic plates, preparation of
Gravure plates and cylinders, preparation of

Letterpress plates, preparation of
Linecuts
Lithographic plates, positives or negatives:
preparation of
Offset plates, positives or negatives:
preparation of
Photoengraving for the trade
Plates and cylinders, rotogravure printing:
preparation of
Plates, printing: preparation of
Plates, printing: preparation of
Stereotype plates
Stereotyping for the trade

APPENDIX B

Top 101 North American Commercial and Publication Printers

Table B. Top 101 North American Commercial and Publication Type Printers

RANK	COMPANY	CITY	STATE	SALES			PERCENT CHANGE	EMPLOYEES	Sales per Employee (\$)	SITES	PRESS UNITS										SPECIALTY	PRIMARY PRODUCTS
				Most Recent Fiscal Year (\$ 000)	Previous Fiscal Year (\$ 000)						SHEET FED	WEB OFFSET	GRAVURE	LETTER PRESS	FLEXO PRESS	SCREEN PRESS	SHEETFEED INTAGLIO	FORMS PRESS				
1	R.R. Donnelley & Sons	Chicago	IL	3,497,943	3,122,331		12%	30,000	116,600	42	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	COM	
2	Delux Corporation	St. Paul	MN	1,413,553	1,315,828		7%	17,174	82,308	81	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	SPC	
3	Quebecor Printing	Montreal	Quebec	1,406,000 **	1,258,000		12%	10,500	133,905	58	386	686	334	37	0	0	0	0	0	0	COM, BK, PUB	
4	Lawson Mardon	Mississauga	Ont.	992,383 **	872,516		14%	7,500	132,320	50	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	SPC	
5	World Color Press	Effingham	IL	682,091	686,098		-1%	6,000	113,680	9	0	601	197	24	0	0	0	0	0	0	PUB	
6	Ringier America	Itasca	IL	654,000	665,000		-2%	5,300	123,400	10	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	PUB	
7	Banta Corporation	Menasha	WI	577,600	517,200		12%	3,700	156,110	18	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	COM, BK, PUB, CAT	
8	Valassis Inserts	Livonia	MI	574,000	524,000		10%	1,207	475,560	3	5	61	0	0	0	0	0	0	0	0	INS	
9	Arcata Graphics Company	Baltimore	MD	562,000	523,000		7%	7,500	74,930	11	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	BK, PUB	
10	Sullivan Graphics	Brentwood	TN	554,000	566,000		-2%	4,060	136,450	29	0	97	0	4	0	0	0	0	0	0	BK, INS	
11	Treasure Chest Advertising	Glendora	CA	535,000 **	500,000		7%	3,200	167,190	14	0	333	0	0	0	0	0	0	0	0	INS	
12	Southam Graphics Group	Toronto	Ont.	526,567	512,393		3%	4,100	128,431	24	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	COM, INS, PUB, CAT	
13	Quad/Graphics	Pewaukee	WI	454,000	400,000		14%	5,000	90,800	7	4	345	40	0	0	0	0	0	0	0	COM, PUB, CAT	
14	Brown Printing	Waseca	MN	407,000	383,000		6%	3,100	131,290	8	0	240	30	0	0	0	0	0	0	0	PUB, CAT, INS	
15	Western Publishing	Racine	WI	405,000	425,000		-5%	2,500	162,000	3	46	60	0	14	0	0	0	0	0	0	COM, BK, PUB	
16	John H. Harland Company	Atlanta	GA	371,300	344,700		8%	5,600	66,300	42	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	SPC	
17	American Signature	Memphis	TN	360,000	337,149		7%	2,400	150,000	5	10	204	0	0	0	0	0	0	0	0	PUB, CAT	
18	Graphic Industries	Atlanta	GA	329,123	310,330		6%	2,783	118,261	34	318	224	0	36	0	0	0	0	0	0	COM	
19	Trans-Continental Printing	Saint-Laurent	Quebec	308,673 **	274,214		13%	2,471	124,918	17	17	285	0	0	0	0	0	0	0	0	COM, INS, CAT, PUB	
20	Clarke American	San Antonio	TX	266,600	260,000		3%	3,391	78,620	42	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	SPC	
21	Webcraft Technologies	N. Brunswick	NJ	261,000	220,000		19%	1,600	163,130	3	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	SPC	
22	Continental Graphics Holdings	Los Angeles	CA	220,000	303,000		-27%	3,200	68,750	19	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	COM, BK	
23	Bowne & Company	New York	NY	201,217	189,577		6%	1,700	118,360	33	300	200	0	1	0	0	0	0	0	0	FIN	
24	Engraph	Atlanta	GA	200,228	203,059		-1%	1,370	146,150	10	5	0	5	20	20	0	0	0	0	0	SPC	
25	Perry Printing	Waterloo	WI	185,000	179,000		3%	1,750	105,710	7	25	150	25	0	60	0	0	0	0	0	COM, PUB, INS, CAT	
26	Stevens Graphics	Atlanta	GA	181,000	173,000		5%	1,200	150,830	4	44	38	0	4	0	0	0	0	0	0	DIR	
27	Jostens	Minneapolis	MN	176,000	153,000		15%	3,500	50,290	5	144	0	0	0	0	0	0	0	0	0	BK	
28	Cadmus Communications	Richmond	VA	170,375	160,671		6%	1,820	93,610	9	120	38	0	0	0	0	0	0	0	0	PUB	
29	Alden Press	Elk Grove Village	IL	165,000	162,000		2%	700	235,710	1	0	73	0	0	0	0	0	0	0	0	COM, CAT	
30	Lehigh Press	Cherry Hill	NJ	161,100	161,400		0%	1,000	161,100	6	49	69	0	0	0	3	0	0	0	0	COM, BK	
31	Shorewood Packaging	Farmingdale	NY	143,000	139,000		3%	1,100	130,000	9	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	SPC	
32	Bertelsmann Printing & Mfg.	Berryville	VA	140,000	124,000		13%	1,100	127,270	5	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	BK	
33	Queens Group	Long Island City	NY	137,000	132,000		4%	918	149,240	4	72	22	0	0	2	0	0	0	0	0	SPC	
34	Graphic Arts Center	Portland	OR	133,000	119,000		12%	800	165,250	1	34	34	0	0	0	0	0	0	0	0	COM	
35	United States Banknote	New York	NY	130,000	60,000		117%	980	132,650	4	43	30	8	18	0	0	33	0	0	0	SPC	
36	Graphisphere Corp.	Des Plaines	IL	120,000	110,000		9%	705	170,210	3	46	28	0	0	0	0	0	0	0	0	COM	
37	IvyHill	New York	NY	117,000	93,000		26%	970	120,620	4	113	0	0	0	0	0	0	0	0	0	COM	
38	Gulf Printing	Houston	TX	112,000	105,000		7%	530	211,320	4	32	44	0	3	0	0	0	0	0	0	COM	
39	Fleming Packaging	Peoria	IL	108,592	95,112		14%	750	144,790	7	72	13	9	13	0	0	0	0	0	0	34 SPC	
40	George Rice & Sons	Los Angeles	CA	107,240	103,287		4%	484	221,570	1	30	24	0	0	0	0	0	0	0	0	COM	
41	Judd's Incorporated	Washington, D.C.	DC	107,200	114,100		-6%	1,066	100,560	2	8	66	0	0	0	0	0	0	0	0	BK, PUB	
42	Courier Corporation	Lowell	MA	105,334	95,951		10%	1,402	75,130	5	18	40	0	0	0	0	0	0	0	0	BK	
43	Anderson Lithograph	Los Angeles	CA	105,000	93,000		13%	450	233,330	1	36	24	0	0	0	0	0	0	0	0	COM	
44	Shea Communications	Louisville	KY	104,738	104,177		1%	725	144,470	2	0	40	39	0	0	0	0	0	0	0	CAT	
45	Merrill Corporation	St. Paul	MN	101,000	69,000		46%	850	118,820	4	31	22	0	0	0	0	0	0	0	0	FIN	
46	Meehan-Tooker	East Rutherford	NJ	98,000	95,000		3%	530	184,910	4	39	94	0	0	0	0	0	0	0	0	COM	
47	Moebius Printing	Milwaukee	WI	97,850	98,000		0%	559	175,040	2	19	44	0	0	0	0	0	0	0	0	COM	
48	Taylor Publishing	Dallas	TX	90,000	87,800		3%	1,200	75,000	4	57	0	0	1	0	0	0	0	0	0	BK	
49	Instant Web Companies	Chanhassen	MN	90,000 **	98,000		-8%	1,200	75,000	4	0	62	0	0	0	0	0	0	0	0	COM, SPC	
50	Ameriscribe Management Serv	New York	NY	88,000	80,000		10%	1,900	46,320	225	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	IMG	
51	Arandell-Schmidt	Menomonee Falls	WI	85,500	85,407		0%	413	207,020	1	0	24	0	0	0	0	0	0	0	0	COM	
52	Mack Printing	Easton	PA	81,226	54,433		49%	1,400	58,020	3	37	65	0	0	0	0	0	0	0	0	PUB	
53	Century Graphics	Metairie	LA	80,000	50,000		60%	360	222,220	2	0	24	0	0	0	0	0	0	0	0	INS	
54	Alford Industries	Ridgefield Park	NJ	78,000	86,389		-10%	600	130,000	4	36	0	53	10	0	0	0	0	0	0	38 SPC	
55	Case-Hoyt	Rochester	NY	78,000			ERR	500	156,000	2	28	26	0	0	0	0	0	0	0	0	COM	

Table B. Top 101 North American Commercial and Publication Type Printers (continued)

RANK	COMPANY	CITY	STATE	SALES			PERCENT CHANGE	EMPLOYEES	Sales per Employee (\$)	SITES	PRESS UNITS										PRIMARY PRODUCTS1
				Most Recent Fiscal Year (\$ '000)	Previous Fiscal Year (\$ '000)						SHEET FED	WEB OFFSET	GRAVURE	LETTER PRESS	FLEXTYPE PRESS	SCREEN PRESS	SHEETFEED INTAGLIO	FORMS PRESS	SPECIALTY		
56	Petty Co., Inc.	Effingham	IL	77,730	71,046	9%	500	155,460	2	0	69	0	0	0	0	0	0	0	COM		
57	Publishers Press, Inc.	Shepherdsville	KY	77,000	72,000	7%	1,046	73,610	3	6	74	0	0	0	0	0	0	0	PUB		
58	Hart Graphics	Austin	TX	72,500	58,152	25%	750	96,670	6	50	36	0	0	1	0	0	17	0	COM		
59	Continental Web Press	Itasca	IL	67,000	65,000	3%	425	157,650	1	0	88	0	0	0	0	0	0	0	COM		
60	Combined Communication	Lisle	IL	60,250	58,300	3%	650	92,690	2	6	40	0	0	0	0	0	0	0	PUB		
61	K/P Companies	Berkeley	CA	58,497	54,519	7%	525	93,600	18	NA	NA	NA	NA	NA	NA	NA	NA	COM			
62	Webcrafters	Madison	WI	58,000	60,000	-3%	630	92,060	2	3	13	0	4	0	0	0	0	BK			
63	Berlin Industries	Addison	IL	58,000	58,000	0%	250	232,000	2	0	44	0	0	0	0	0	0	COM			
64	Sleepeck Printing	Bellwood	IL	57,700	56,000	3%	425	135,760	3	NA	NA	NA	NA	NA	NA	NA	NA	COM			
65	Fort Dearborn Lithographic	Chicago	IL	56,800	50,500	12%	360	157,780	3	60	0	0	0	0	0	0	0	SPC			
66	Keller-Crescent	Evansville	IN	56,000	48,000	17%	560	100,000	2	37	0	0	6	0	0	0	0	COM			
67	Serigraph Inc.	West Bend	WI	55,600	54,900	1%	820	67,800	3	8	0	0	0	0	35	0	0	SPC			
68	Spencer Press	Wells	ME	55,500	54,000	3%	470	118,090	1	0	27	0	0	0	0	0	0	CAT			
69	Madison/Grapham Colorgr.	Los Angeles	CA	55,000	50,000	10%	300	183,330	3	26	23	0	0	0	0	0	0	COM			
70	L.P. Thebault Co.	Parsippany	NJ	54,000 **	54,000	0%	330	163,640	1	31	12	0	0	0	0	0	0	COM			
71	Sheridan Group	Hanover	PA	53,333	51,739	3%	770	69,260	2	41	0	0	0	0	0	0	0	PUB,BK			
72	Tech Web, Inc.	Wheeling	IL	53,250	54,200	-2%	360	147,920	1	0	36	0	0	0	0	0	0	COM			
73	AGI Incorporated	Melrose Park	IL	52,597	42,627	23%	408	128,910	1	22	5	0	0	0	0	0	0	COM,SPC			
74	Edwards Brothers	Ann Arbor	MI	52,140	48,459	8%	700	74,490	3	12	2	0	0	0	0	0	0	PUB,BK			
75	Avanti Press	Miami	FL	52,000	46,000	13%	400	130,000	1	0	18	0	0	0	0	0	0	COM,CAT			
76	Sandy Alexander	Clinton	NJ	52,000	43,000	21%	2,520	108,000	1	30	16	0	0	0	0	0	0	COM			
77	Northeast Graphics	North Haven	CT	52,000	46,000	13%	400	130,000	1	17	43	0	0	0	0	0	0	COM			
78	Printco	Greenville	MI	48,565	49,019	-1%	265	183,260	2	0	40	0	0	0	0	0	0	INS			
79	Danbury Printing & Litho	Danbury	CT	48,000	48,000	0%	300	160,000	1	17	36	0	0	0	0	0	0	COM			
80	The Riverside Press	Dallas	TX	47,671	40,719	17%	200	238,360	1	35	0	0	0	0	0	0	0	COM			
81	Japs-Olson	Minneapolis	MN	46,700	40,650	15%	400	116,750	2	51	85	0	3	34	0	0	0	COM			
82	Cairn Capital, Inc.	Toronto	Ont.	46,186 **	53,509	-14%	454	101,731	6	NA	NA	NA	NA	NA	NA	NA	NA	COM			
83	Pacific Lithograph	San Francisco	CA	46,000	43,000	7%	200	230,000	1	29	12	0	0	0	0	0	0	COM			
84	Universal Printing	St. Louis	MO	46,000	44,000	5%	400	115,000	2	38	13	0	7	0	0	0	0	COM			
85	Waverly Press	Baltimore	MD	45,200	44,710	1%	610	74,100	2	22	12	0	0	0	0	0	0	PUB			
86	Noll Printing	Huntington	IN	45,100	45,140	0%	340	132,650	1	0	29	0	0	0	0	0	0	CAT			
87	Graftek Press	Woodstock	IL	45,000	43,300	4%	527	85,390	4	19	53	0	0	0	0	0	0	PUB			
88	Williamson Printing	Dallas	TX	45,000	45,000	0%	390	115,380	2	40	24	0	7	0	0	0	0	COM			
89	Henry Wurst, Inc.	No. Kansas City	MO	43,178	52,097	-17%	370	116,697	2	0	32	0	0	0	0	0	0	COM			
90	Solar Press, Inc.	Naperville	IL	42,000	37,000	14%	600	70,000	3	0	35	0	0	0	0	0	0	SPC			
91	Prolitho	Provo	UT	42,000	44,000	-5%	6,000	70,000	2	42	32	0	0	0	0	0	0	BK			
92	Babn Technologies	Montreal	Quebec	40,527	53,807	-25%	300	135,090	2	0	24	0	0	42	6	0	0	SPC			
93	A.D. Weiss Lithograph	Hollywood	FL	40,000	30,000	33%	352	636,131	1	0	76	0	0	0	0	0	0	PUB			
94	Acme Printing, Inc.	Wilmington	MA	40,000	35,000	14%	280	142,857	1	40	12	0	0	0	0	0	0	COM			
95	Wisconsin Color Press	Milwaukee	WI	40,000	40,000	0%	450	88,888	1	0	40	0	0	0	0	0	0	PUB			
96	Kukla Press, Inc.	Elk Grove Village	IL	40,000	40,000	0%	200	200,000	1	0	54	0	0	0	0	0	0	COM			
97	Sayers Printing Company	St. Louis	MO	36,700	33,800	9%	185	198,374	1	17	22	0	1	0	0	0	0	INS			
98	S.Rosenthal & Co.	Cincinnati	OH	36,400	36,400	0%	300	121,333	1	10	32	0	0	0	0	0	0	PUB			
99	Daniels Printing	Everett	MA	36,052	36,044	0%	260	138,662	1	46	6	0	5	0	0	0	0	COM,FIN			
100	E/D Web	Cicero	IL	35,000	32,000	9%	165	212,121	1	0	29	0	0	0	0	0	0	COM			
101	Neenah Printing	Neenah	WI	34,548	32,715	6%	315	109,676	3	42	20	0	2	0	0	0	0	COM			
NORTH AMERICAN GRAND TOTALS				21,738,157	20,189,474	8%	194,280	14,132,643	1,017	3,021	5,694	740	220	159	44	33	17	72			
CANADIAN TOTALS				3,320,336	3,024,439	10%	25,325	756,395	157	403	995	334	37	42	6	NA	NA	NA			
U.S. TOTALS				18,417,821	17,165,035	7%	168,955	13,376,248	860	2,618	4,699	406	183	117	38	33	17	72			

** Estimated.

¹ BK - Books CAT - Catalogs COM - Commercial Printing DIR - Directory Printing FIN - Financial Printing
 IMG - In-Plant Management INS - Inserts PUB - Publications SPC - Specialty

Source: GAM 1991.

APPENDIX C

Top 100 U.S. Screen Printers

Table C. Top 100 U.S. Screen Printers

Rank	Company	Business Class *	Gross Sales (\$Mil)		% Change 88-89	\$ Sales / Employee	Product Specialties	
			1988	1989			Primary	Secondary
1	Jostens Custom Sportswear (formerly Artex)	mss	69.00	74.00	7.2	82,222	garments	
2	Sun Sportswear Inc.	csp	59.20	73.20	23.6	139,429	garments	
3	Serigraph, Inc.	csp	55.60	55.00	-1.1	61,111	nameplates/identification panels	ad specialties
4	Spumoni/Spectravest, Inc.	mss	30.00	50.00	66.7	125,000	garments	
5	National Screenprint, Inc.	csp	18.40	32.60	77.2	141,739	garments	
6	Salem Screen Printers, Inc.	csp	16.10	28.90	79.5	158,791	garments	
7	Kaunagraph Corp.	other	26.00	25.70	-1.2	79,077	electronic parts/membrane switches	nameplates/identification panels
8	Modagraphics Corp.	csp	18.00	20.00	11.1	111,111	decals	signs/banners
9	Color Arts, Inc.	csp	15.10	16.40	8.6	87,701	decals	fleet markings
10	Lear Plastics Corp.	mss	11.00	14.00	27.3	560,000	nameplates/identification panels	electronic parts/membrane switches
11	Fred B. Johnston Co., Inc.	csp	11.90	13.70	15.1	107,031	fleet markings	decals
12	LSJ Sportswear, Inc.	csp	10.50	13.30	26.7	190,000	garments	
13	Screenprint, Inc.	csp	11.40	12.90	13.2	134,375	nameplates/identification panels	decals
14	OATS, Inc.	cd	9.50	12.70	33.7	63,500	garments	
15	The GEM Group, Inc.	mss	10.00	12.40	24.0	119,231	ad specialties	
16	GM Nameplate, Inc.	mss	10.60	12.10	14.2	93,077	nameplates/identification panels	electronic parts/membrane switches
17	Topflight	csp	9.50	11.90	25.3	98,347	electronic parts/membrane switches	decals
18	Central Decal Co., Inc.	csp	9.90	11.30	14.1	93,388	decals	nameplates/identification panels
19	Acme Nameplates & Mfg. Inc.	mss	10.20	11.00	7.8	42,308	nameplates/identification panels	decals
20	Coming Attractions	csp	11.00	11.00	0.0	169,231	garments	
21	Permanent Label Corp.	cd	10.40	10.30	-1.0	44,783	containers	
22	Forest Mfg. Co.	csp	8.76	10.00	14.2	74,074	display/POP	signs/banners
23	The College House Inc.	csp	9.05	9.17	1.3	84,907	garments	
24	McLoone Metal Graphics Co.	csp	8.55	9.02	5.5	73,934	nameplates/identification panels	decals
25	Art Etc., Inc.	csp	7.85	8.97	14.3	116,494	signs/banners	garments
26	Holoubek, Inc.	mss	8.19	8.86	8.2	106,747	garments	
27	Impact Label Corp.	other	7.60	8.64	13.7	85,545	decals	nameplates/identification panels
28	Head West, Inc.	mss	6.91	8.43	22.0	60,214	mirrors	
29	Nelson Name Plate Co.	csp	7.50	8.30	10.7	37,727	nameplates/identification panels	electronic parts/membrane switches
30	Visual Communications Systems	csp	8.20	7.80	-4.9	70,909	binders	decals
31	American Process Lettering, Inc.	csp	6.82	7.53	10.4	62,750	garments	ad specialties
32	Empire Screen Printing, Inc.	csp	6.14	7.51	22.3	56,894	decals	electronic parts/membrane switches
33	Park Industries, Inc.	csp	7.20	7.50	4.2	250,000	ad specialties	display/POP
34	Memtron Technologies, Inc.	csp	7.05	7.32	3.8	61,000	electronic parts/membrane switches	nameplates/identification panels
35	Silk Screen Products Co.	csp	7.00	7.20	2.9	81,818	posters	display/POP
36	Grady McCauley Inc.	csp	5.33	7.07	32.6	85,181	fleet markings	display/POP
37	Fabriko, Inc.	mss	8.77	7.05	-19.6	64,091	ad specialties	garments
38	Printworks, Inc.	csp	5.33	7.02	31.7	65,607	garments	signs/banners
39	Champion Awards, Inc.	csp	6.76	6.95	2.8	49,643	garments	ad specialties
40	Gold Graphics Mfg. Co.	csp	7.00	6.90	-1.4	107,813	display/POP	signs/banners
41	M&M Displays, Inc.	csp	5.76	6.86	19.1	83,659	display/POP	decals
42	Venice T-Shirt & Medical Corp.	csp	6.30	6.75	7.1	100,746	garments	
43	Yunker Industries, Inc.	csp	6.52	6.66	2.1	74,000	display/POP	signs/banners
44	Techprint, Inc.	csp	5.80	6.35	9.5	74,706	nameplates/identification panels	electronic parts/membrane switches
45	Valmark Industries, Inc.	csp	6.13	6.30	2.8	70,000	nameplates/identification panels	electronic parts/membrane switches
46	Sargent-Sowell Inc.	csp	5.60	6.20	10.7	119,231	signs/banners	display/POP
47	Gangi Studios, Inc.	csp	5.59	6.16	10.2	136,889	billboards/transit advertising	posters
48	Kent Plastics Corp.	mss	5.40	6.00	11.1	70,588	appliques	nameplates/identification panels
49	Dahlstrom Display, Inc.	csp	4.30	5.80	34.9	62,366	display/POP	signs/banners
50	Advertising South, Inc.	csp	4.39	5.62	28.0	86,462	signs/banners	decals
51	Yesterday's Screen Printing	csp	3.35	5.55	65.7	77,083	garments	
52	Williams Industries, Inc.	csp	5.44	5.36	-1.5	137,436	display/POP	decals
53	Berg-Torseth	csp	6.68	5.30	-20.7	72,603	fleet markings	decals
54	Creative Apparel, Inc.	mss	3.05	5.10	67.2	340,000	garments	
55	Mar-Kal Products Corp.	csp	4.50	5.10	13.3	85,000	decals	

Table C. Top 100 U.S. Screen Printers (continued)

Rank	Company	Business Class *	Gross Sales (\$Mil)		% Change 88-89	\$ Sales / Employee	Product Specialties	
			1988	1989			Primary	Secondary
56	Romo, Inc.	csp	4.70	5.10	8.5	78,462	decals	display/POP
57	Vatex Corp.	csp	4.00	5.00	25.0	151,515	garments	ad specialties
58	Adcraft Decals, Inc.	csp	4.50	5.00	11.1	92,593	decals	nameplates/identification panels
59	Harbor raphics Corp.	csp	4.82	4.96	2.9	103,333	fleet markings	signs/banners
60	Altuf Corp.	csp	4.36	4.87	11.7	90,185	garments	
61	Admark International, Inc.	csp	4.27	4.83	13.1	127,105	fleet markings	decals
62	Ad Dimensions Products Corp.	mfp	4.41	4.62	4.8	74,516	ad specialties	
63	Mirror Image Studios	mfp	3.97	4.52	13.9	61,918	plate glass	decals
64	Decals, Inc.	csp	5.16	4.51	-12.6	88,431	decals	fleet markings
65	Design Mark Industries Inc.	csp	4.25	4.35	2.4	66,923	decals	electronic parts/membrane switches
66	Sunburst Sportswear	csp	3.40	4.30	26.5	86,000	garments	
67	Signature Graphics Inc.	csp	3.56	4.12	15.7	105,641	fleet markings	decals
68	Excel Graphics, Inc.	csp	3.20	4.08	27.5	49,157	fleet markings	decals
69	Printmark Industries, Inc.	csp	3.65	4.06	11.2	48,916	display/POP	decals
70	Hawkins Corp.	csp	3.00	4.00	33.3	133,333	ad specialties	containers
71	Plastek Industries Inc.	mfp	3.60	4.00	11.1	80,000	containers	
72	Dilley Mfg. Co.	mfp	3.75	4.00	6.7	57,143	binders	ad specialties
73	Tapecon Inc.	csp	4.13	4.00	-3.1	59,701	decals	nameplates/identification panels
74	Indiana Dimensional Products Inc.	mfp	3.20	3.90	21.9	70,909	display/POP	ad specialties
75	Steven Label	csp	3.80	3.90	2.6	65,000	electronic parts/membrane switches	nameplates/identification panels
76	The Color Process Co.	csp	3.94	3.88	-1.5	53,889	display/POP	
77	National Screenprinters, Inc.	csp	3.93	3.87	-1.5	77,400	fleet markings	decals
78	Colortone Decal	csp	3.01	3.82	26.9	50,933	decals	display/POP
79	Reidler Decal Corp.	csp	3.55	3.80	7.0	86,364	fleet markings	decals
80	Kansas City Poster Display Co.	csp	3.40	3.75	10.3	81,522	display/POP	signs/banners
81	McKibben Screenprinting & Display Inc.	csp	3.00	3.73	24.3	43,372	garments	decals
82	Burlington Graphic Systems Inc.	csp	2.85	3.51	23.2	67,500	decals	fleet markings
83	Miller Dil Corp.	csp	3.00	3.50	16.7	233,333	nameplates/identification panels	electronic parts/membrane switches
84	Chemi-Graphic Inc.	mfp	3.43	3.49	1.7	71,224	nameplates/identification panels	decals
85	Press Works, Inc.	csp	3.09	3.43	11.0	54,444	display/POP	signs/banners
86	Northstar Sportswear	csp	3.54	3.41	-3.7	69,592	garments	
87	Silkscreen Studio, Inc.	csp	3.02	3.33	10.3	54,590	signs/banners	decals
88	Kresky Signs, Inc.	csp	2.80	3.10	10.7	68,889	fleet markings	decals
89	Morrison & Burke, Inc.	csp	3.07	3.10	1.0	55,357	display/POP	posters
90	The Hall Co.	other	3.50	3.10	-11.4	46,269	electronic parts/membrane switches	nameplates/identification panels
91	CTM Mft.	csp	2.00	3.00	50.0	85,714	garments	ad specialties
92	Signcraft Screenprint	csp	2.99	3.00	0.3	46,875	decals	display/POP
93	Twinco Graphics	csp	2.50	2.95	18.0	79,730	signs/banners	display/POP
94	Arch Billmire Co., Inc.	cd	4.17	2.93	-29.7	48,833	garments	
95	Visual Marking Systems, Inc.	csp	3.83	2.91	-24.0	72,750	decals	fleet markings
96	US Nameplate Co.	csp	2.70	2.90	7.4	65,909	nameplates/identification panels	decals
97	CAM Graphics Co., Inc.	mfp	2.90	2.90	0.0	64,444	electronic parts/membrane switches	nameplates/identification panels
98	Impak Graphics, Inc.	csp	1.52	2.88	89.5	13,743	signs/banners	display/POP
99	Bovie Screen Process Printing Co., Inc.	csp	2.80	2.80	0.0	80,000	nameplates/identification panels	electronic parts/membrane switches
100	Gillespie Decals, Inc.	csp	2.96	2.72	-8.1	80,000	decals	fleet markings

* Business classifications as given by respondents: csp -- commercial screen printer
mfp -- manufacturer using screen printing
cd -- contract decorator (all substrates supplied by customer)

Source: Screen Printing 1990.

APPENDIX D

Top 100 North American Quick Printing Operations

Table D. Top 100 North American Quick Printing Operations, 1990

Rank	Company	City	State	1990 Sales (\$ Mil)	# of Locations	Year Founded	Number of Locations		Number of Employees	Sales per Employee (\$ 000)	% Growth
							New in 1990	Planned in 1991			
1	Balmar Copy Centers (Balmar Printing & Graphics)	Arlington	VA	27.0	7	1976	0	1	437	62	8.0
2	The Printing House, Ltd.	Toronto	Canada	21.0	56	1961	4	0	426	49	0.0
3	Quik Print, Inc.	Wichita	KS	20.0	78	1963	0	0	375	53	0.0
4	Copymat/Copy U.S.A. (CIP Corporation)	St. Louis	MO	13.2	29	1942	7	15	167	79	0.0
5	Frank Gumpert Printing	Kensington	MD	12.9	12	1955	0	0	140	92	0.0
6	National Reproductions	Detroit	MI	12.8	11	1953	1	1	218	59	7.0
7	Spaulding Co.	Stoughton	MA	10.3	8	1960	0	0	121	85	0.0
8	Copy Central (Fairbanks/Roche/Mailer)	Emeryville	CA	10.7	24	1986	18	5	145	74	104.0
9	Lazerquick Copies (Graphic Information Systems)	Wilsonville	OR	10.5	37	1968	1	2	181	58	10.0
10	AlphaGraphics Printshops of the Future	Tucson	AZ	9.6	10	1970	0	0	85	113	0.0
11	Instant Copy of Indiana	Fort Wayne	IN	8.9	17	1969	0	0	139	64	9.0
12	The Print & Copy Factory	San Francisco	CA	8.0	7	1976	0	1	158	51	19.0
13	CopyCopia	S. San Francisco	CA	7.3	7	1971	0	0	81	90	0.0
14	House of Printing	Burtonsville	MD	7.3	1	1972	0	0	72	101	0.0
15	Original Copy Centers	Cleveland	OH	7.3	4	1975	0	1	141	52	10.1
16	Reprographic Systems	Sunnyvale	CA	6.9	1	1983	0	1	92	75	10.0
17	Buzz Print	Overland Park	MS	6.8	17	1969	0	1	94	72	8.0
18	Econo-Print	Madison	WI	6.0	8	1971	0	1	85	71	9.0
19	Atlanta Legal Copies	Atlanta	GA	6.0	2	1988	1	1	130	46	100.0
20	Beckwith Copy Centers	Minneapolis	MN	5.6	6	1984	0	1	110	51	14.8
21	Quickprints of Dayton (Don Quixote, Inc)	Dayton	OH	5.3	7	1977	0	0	88	60	0.0
22	PIP Printing (Dynamark Ltd.)	Indianaapolis	IN	5.3	14	1972	0	0	80	66	0.0

23	Superior Reprographics	Seattle	WA	5.2	4	1909	0	0	99	53	-6.3
24	Curtis 1000 Speedi Print	Atlanta	GA	5.2	7	1973	0	0	28	185	0.0
25	Ginny's Copying Service	Austin	TX	5.0	12	1971	0	0	100	50	0.0
26	Printing Services	Richmond	VA	4.7	1	1960	0	0	46	102	2.0
27	Rockville Instant Printing	Rockville	MD	4.6	3	1974	0	0	52	88	20.0
28	Rpit Printing	St. Paul	MN	4.5	10	1975	0	0	110	41	0.0
29	Triangle Repro Centers (Triangle Blueprint)	Princeton	NJ	4.5	12	1968	2	2	75	60	7.5
30	Lasergraphics (QSC) (Lasergraphics Copy Shop)	Louisville	KY	4.2	5	1986	1	1	43	98	23.0
31	PDQ Printing	Las Vegas	CA	4.2	2	1981	0	1	48	88	4.6
32	The Copy House (Dan Cronan Ent.)	Sacramento	CA	4.2	2	1983	0	1	48	88	21.0
33	Catterton Printing	Waldorf	MD	4.1	1	1966	0	0	50	82	15.0
34	Design Printing Co.	Memphis	TN	4.1	1	1976	0	0	50	82	17.0
35	Printer's Places (John C. Clark, Co.)	Philadelphia	PA	4.1	7	1972	0	1	58	71	10.0
36	PIP Printing (Darlen Sales Corp.)	Torrance	CA	4.0	10	1968	0	0	46	87	0.4
37	Performance Printing (Franeta, Inc.)	Atlanta	GA	4.0	3	1972	1	0	60	67	33.0
38	Dave's Quick Print	Winnipeg	Manitoba	3.8	12	1982	0	0	47	81	-2.6
39	Copytech Printing	Canton	MA	3.9	1	1973	0	0	47	83	16.0
40	Copy Central	Sonoma	CA	3.8	9	1985	0	1	39	97	15.0
41	Sudden Printing	Seattle	WA	3.8	20	1969	0	0	66	58	6.0
42	Budget Print/High Speed	Westfield	NJ	3.4	3	1976	1	0	42	81	17.0
43	PIP Printing (Strada Corporation)	St. Louis	MO	3.3	16	1969	0	0	56	59	3.0
44	Copy General	Washington	DC	3.3	8	1979	1	1	39	85	0.0
45	Duvall Quick/Quality Printer (Duvall Printing)	Baltimore	MD	3.2	5	1977	1	0	34	94	4.6
46	Copy Spot Printing	Santa Monica	CA	3.2	1	1974	0	0	40	80	0.0
47	Impressions, Inc.	Washington	DC	3.0	1	1980	0	0	16	188	9.0

Table D. Top 100 North American Quick Printing Operations, 1990 (continued)

Rank	Company	City	State	1990 Sales (\$ Mil)	# of Locations	Year Founded	Number of Locations		Number of Employees	Sales per Employee (\$ 000)	% Growth
							New in 1990	Planned in 1991			
48	Henry Armstrong's	Winnipeg	Manitoba	3.0	13	1966	0	0	45	67	0.0
49	Kenny The Printer	Irvine	CA	3.0	1	1982	0	0	35	86	0.0
50	Quik Print (Maloney Enterprises)	Atlanta	GA	3.0	4	1982	0	0	40	75	39.0
51	Beacon Printing	Waldorf	MD	2.9	1	1971	0	0	29	100	4.0
52	JKG Printing & Graphics (Kind Enterprises)	Boca Raton	FL	2.9	2	1984	0	1	45	64	37.0
53	Zachary Jackson Copy	Los Angeles	CA	2.9	4	1981	0	0	52	56	0.0
54	Fotoprint, Ltd.	Victoria	BC	2.8	1	1975	0	0	33	85	0.0
55	Carnidal Publishing	Pennington	NJ	2.7	1	1980	0	0	29	93	22.0
56	Heritage Printing (Tosa Graphics)	Milwaukee	WO	2.7	2	1976	0	0	49	55	21.0
57	AccuGraphics/B&D Graphics (James C. Baxter & Assoc.)	Tucker	GA	2.7	2	1981	0	0	21	129	9.0
58	American Speedy (DTM, Inc.)	Ann Arbor	MI	2.7	4	1973	0	0	34	79	0.0
59	Kellett Copy Centres Ltd.	Winnipeg	Manitoba	2.6	2	1970	0	0	29	90	11.7
60	Aztec Copy	Salt Lake City	UT	2.5	15	1976	0	0	55	45	19.0
61	American Speedy Printing (KipCo Enterprises)	Wixom	MI	2.5	4	1975	0	0	26	96	-3.0
62	Quik Print (Multiscope Inc.)	Pittsburgh	PA	2.4	5	1969	0	0	19	126	0.0
63	Copytron	Chapel Hill	NC	2.4	4	1981	1	0	30	80	20.0
64	Jetcopie	Quebec City	Quebec	2.4	4	1970	0	0	31	77	9.6
65	Copy King/Copy Fast/Copy Quick (Copy King Instant Printing)	Dunedin	FL	2.4	3	1979	0	0	21	114	3.4
66	Quik Print (Multiscope, Inc)	Pittsburgh	PA	2.4	5	1969	0	0	33	73	0.0
67	Harbor Printing	Baltimore	MD	2.3	2	1972	0	0	27	85	14.2
68	PIP Printing (Ed-Son's)	Indianapolis	IN	2.3	6	1969	0	0	37	62	4.0

Table D. Top 100 North American Quick Printing Operations, 1990 (continued)

Rank	Company	City	State	1990 Sales (\$ Mil)	# of Locations	Year Founded	Number of Locations		Number of Employees	Sales per Employee (\$ 000)	% Growth
							New in 1990	Planned in 1991			
69	Fine Printing Impressions	Boca Raton	FL	2.2	1	1977	0	0	26	85	0.0
70	Sir Speedy Printing (Atlantic Graphics)	Boston	MA	2.2	2	1979	0	0	14	157	33.0
71	PIP Printing (PIP Printing of Alaska)	Anchorage	AK	2.2	3	1979	0	0	25	88	10.0
72	PIP Printing (BET Enterprises)	Burbank	CA	2.2	1	1968	0	0	35	63	4.1
73	International Minute Press (Renprint)	Phoenix	AZ	2.1	1	1982	0	0	25	84	0.0
74	CopyCat Printing	Baltimore	MD	2.1	3	1969	0	1	28	75	10.0
75	Print Time, Inc.	Leawood	KS	2.1	4	1985	0	0	31	68	14.0
76	Sir Speedy Printing (Minikal, Inc.)	Boston	MA	2.1	2	1981	0	0	15	140	17.0
77	Franklin's Copy Service	Atlanta	GA	2.1	3	1971	0	0	30	70	5.0
78	Nobel Printing	Rockville	MD	2.0	1	1978	0	0	15	133	6.0
79	PIP Printing (Implex)	San Bernardino	CA	2.0	7	1969	0	0	28	71	12.4
80	Best Little Print Shop	Monterey	CA	1.9	1	1972	0	0	27	70	0.0
81	Spinner The Printer (Spinner Printing Co.)	Carrolton	TX	1.9	1	1979	0	0	25	76	9.0
82	Copy Central (Campus Copy Partners)	Berkeley	CA	1.9	1	1983	0	0	13	146	11.0
83	Creative Graphics	Addison	IL	1.9	4	1985	0	0	21	90	40.0
84	Action Printers	Portland	OR	1.9	2	1968	0	0	25	76	19.2
85	Service Printers/Express Press	Fargo	ND	1.8	2	1983	0	0	22.5	80	0.0
86	Instant Printing Place	Norwood	MA	1.8	2	1977	0	1	20	90	18.0
87	Sir Speedy	Lynn	MA	1.7	1	1972	0	0	18	94	0.0
88	XPress Print	N. Canton	OH	1.7	4	1974	0	1	27	63	4.0
89	PIP Printing (Mysco, Inc.)	Pennsauken	NJ	1.7	5	1981	0	0	20	85	0.0

Table D. Top 100 North American Quick Printing Operations, 1990 (continued)

Rank	Company	City	State	1990 Sales (\$ Mil)	# of Locations	Year Founded	Number of Locations		Number of Employees	Sales per Employee (\$ 000)	% Growth
							New in 1990	Planned in 1991			
90	Insty-Prints Plus (Soil & Soil)	Kansas City	MO	1.6	3	1975	0	0	21	78	0.0
91	Bear State Printing	Sepulveda	CA	1.6	1	1981	0	0	15	107	30.0
92	Kwik-Kopy Printing (The Gateway Press)	St. Louis	MO	1.6	4	1982	0	0	24	67	7.0
93	PIP Printing (PIP Printing of Springfield)	E. Longmeadow	MA	1.6	5	1976	0	0	25	64	1.2
94	PIP Printing (Kelmark Graphics)	Cedar Rapids	IA	1.6	3	1975	0	0	18	89	12.0
95	Brandon's Printing	Norcross	GA	1.6	1	1985	0	0	38	42	0.0
96	Pro-Print	Topeka	KS	1.6	2	1983	0	0	23	70	16.0
97	HWT (Excello Type)	Houston	TX	1.6	1	1981	0	0	35	46	15.0
98	Copy Center Press	Fresno	CA	1.6	3	1973	1	0	23	70	7.0
99	PIP Printing (Inchmore Enterprises)	Modesto	CA	1.6	4	1975	0	0	18	89	12.8
100	All Star Printing (Graeduke, Inc.)	Citrus Heights	CA	1.6	2	1977	1	0	25	64	0.0
				=====	=====		=====	=====	=====		
				444.6	684		42	43	6380		

Source: Quick Printing 1991.